

## Message Text

UNCLASSIFIED

PAGE 01 NAIROB 02208 181310Z  
ACTION COME-00

INFO OCT-01 AF-08 ISO-00 EB-08 PASS-00 /017 W  
-----181316 094073 /46

R 181209Z FEB 77  
FM AMEMBASSY NAIROBI  
TO SECSTATE WASHDC 6220

UNCLAS NAIROBI 2208

TO EXPORT SALES MANAGER  
INTERNATIONAL DIVISION  
J. I. CASE COMPANY  
700 STATE STREET  
RACINE, WISCONSIN 53404  
TEL: (414) 636-6011  
TELEX: 26-4425

E.O. 11652: N/A  
TAGS: BEXP, KE  
SUBJ: TRADE FACILITATION

R.P. CHARLES SHAW, GENERAL MANAGER (TECHNICAL), MARSHALL-  
FOWLER (ENG) LTD, P.O. BOX 18190, NAIROBI, KENYA, TEL:559666,  
TELEX: 22179, BELIEVES THERE IS AN EXCELLENT OPPORTUNITY TO  
SELL 26 OF YOUR 110 HP OR LARGER - 2 WHEEL DRIVE TRACTORS  
IN KENYA TO SINGLE END USER. IF SUCCESSFUL, 50 MORE UNITS  
WOULD LIKELY BE SOLD IN FOLLOWING YEAR. MR. SHAW WOULD  
LIKE TO ACT AS YOUR AGENT FOR THIS SALE AND DISCUSS AGENCY/  
DISTRIBUTOR RELATIONSHIP. EMB COMMERCIAL OFFICER CONCURS  
WITH HIS APPRAISAL OF THIS OPPORTUNITY AND RECOMMENDS  
MR. SHAW FOR SUCH A VENTURE.

AMERICAN EMBASSY  
NAIROBI, KENYA  
MARSHALL

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NOTE BY OC/T: PASSED ABOVE ADDEE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 18-Feb-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977NAIROB02208  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770058-0858  
**Format:** TEL  
**From:** NAIROBI  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770227/aaaaaxyv.tel  
**Line Count:** 56  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 019c7cc4-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 01-Dec-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3281941  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE FACILITATION R.P. CHARLES SHAW, GENERAL MANAGER (TECHNICAL), MARSHALL- FOWLER (ENG) LTD, P.O. BOX 18190, NAIROBI, KENYA  
**TAGS:** BEXP, KE  
**To:** STATE  
**Type:** TE  
**vdkgvkey:** odbc://SAS/SAS.dbo.SAS\_Docs/019c7cc4-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009